

Message Text

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TO AMEMBASSY LONDON IMMEDIATE

C O N F I D E N T I A L STATE 262891

NODIS

E.O. 11652: GDS

TAGS:EGEN

SUBJECT:INSTRUCTIONS FOR COMPLETION OF COFFEE NEGOTIATIONS

EXCLUSIVELY EYES ONLY FOR DEPUTY ASSISTANT SECRETARY KATZ

, YOU ARE AUTHORIZED TO NEGOTIATE WITHIN THE CONCEPTUAL FRAMEWORK OF THE EXISTING AGREEMENT; THAT IS TO SAY, A SYSTEM WHICH INCLUDES AS ITS MAIN INSTRUMENT EXPORT QUOTAS, SUBJECT TO THE FOLLOWING PRINCIPLES:

2. YOU ARE INSTRUCTED TO SEEK IMPROVEMENTS IN THE TRADITIONAL AGREEMENT WHICH WILL PROVIDE MORE SUBSTANTIAL PROTECTION OF CONSUMER INTERESTS, AMONG OTHERS THE UPSIDE RISK. ONE IMPORTANT MECHANISM FOR IMPROVING THE AGREEMENT IN THIS MANNER IS THE INTRODUCTION OF INCENTIVES TO PUT ANY ACCUMULATED STOKS ON THE MARKET WHEN THE MARKET IS FIRM, THROUGH SUCH DEVICES AS PENALTIES OR QUOTA REDUCTIONS

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FOR UNDERSHIPMENT.

3. YOU SHOULD NOT TAKE SIDES IN THE STRUGGLE BETWEEN THE AFRICAN AND LATIN AMERICAN PRODUCERS OVER ALLOCATION OF QUOTAS.

4. IN PURSUING THESE OBJECTIVES, YOU SHOULD PLAY AN ACTIVE ROLE IN THE NEGOTIATIONS, ADVANCING SUCH PROPOSALS AS WOULD ACCOMPLISH THEM. HOWEVER, YOU SHOULD MAKE CLEAR THAT ANY DRAFT AGREEMENT AS AD REFERENDUM ONLY, AND MUST BE CONSIDERED AT CABINET LEVEL IN WASHINGTON BEFORE THE U.S. ADHERES.

5. YOU SHOULD INFORM US BEFORE AGREEING TO DRAFT FORMULATIONS WHICH DO NOT GO IN THE DIRECTION OF THE OBJECTIVES STATED ABOVE.

6. IF YOU BELIEVE THAT THE DRAFT AGREEMENT DOES NOT MEET THE ABOVE INSTRUCTIONS, YOU ARE AUTHORIZED NOT TO INITIAL IT. KISSINGER

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